

Department of the Navy Office of Small Business Programs

NSWC Carderock Industry Day

Tuesday, March 3rd

"Small Business...

Ms. Alyse C. Bullock
DoN OSBP Assistant Director

he First Option"

Mission

The Small Business Program promotes acquisition opportunities where small business can best support the needs of our Sailors and Marines. Through policy, advocacy and training we foster industry innovation, technology development and the acquisition of quality products, services and solutions from small business providers.







OSBP Program Support

- We are industry's small business advocate to everything small business
- We help to establish policies that provide better opportunities for small businesses to compete in the federal and civilian procurement marketplace in support of the U.S. warfighter.
- We provide guidance and best practices to small businesses on how to best navigate and seek opportunities within DON and other federal and civilian agencies.
- We help small businesses connect with the necessary individuals that can personally assist them with obtaining opportunities within DON.
- We oversee/manage and report on all small business programs and subset programs in DON.







OSBP Efforts and Successes

- Small Business Performance Executive Dashboard
 - Small Business Accessible Market (SBAM)
 - SeaPort-e Small Business Performance
 - Service Portfolios
 - Knowledge Based Services
 - Facility Based Services
 - Electronic and Communication Services
 - "Sweetspot" (\$3K-\$150K range awards)
 - Small Business Set-Aside
- Expansion of market research using data analytics (MAX PRAC)
- Small Business Innovation Research (SBIR) Guide Book
- Outreach events







Navy Overall FY14 Top 10 NAICS

NAICS	Description	Total \$	% of Total
336611	SHIP BUILDING AND REPAIRING	\$15,724,059,818	22.06%
541330	ENGINEERING SERVICES	\$11,182,597,077	15.69%
336411	AIRCRAFT MANUFACTURING	\$9,833,771,043	13.80%
541712	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)	\$3,652,933,435	5.13%
334511	SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING	\$3,460,432,561	4.86%
236220	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$2,804,955,198	3.94%
336413	OTHER AIRCRAFT PARTS AND AUXILIARY EQUIPMENT MANUFACTURING	\$2,290,148,111	3.21%
336414	GUIDED MISSILE AND SPACE VEHICLE MANUFACTURING	\$2,199,872,777	3.09%
541519	OTHER COMPUTER RELATED SERVICES	\$1,396,551,404	1.96%
332410	POWER BOILER AND HEAT EXCHANGER MANUFACTURING	\$1,245,287,341	1.75%







Navy Overall FY14 Top 10 SB NAICS

NAICS	Description	Total SB \$	% of SB Total
541330	ENGINEERING SERVICES	\$2,599,536,729	21.05%
236220	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$1,616,696,564	13.09%
541712	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)	\$878,486,672	7.11%
336611	SHIP BUILDING AND REPAIRING	\$820,641,162	6.65%
561210	FACILITIES SUPPORT SERVICES	\$436,766,665	3.54%
483111	DEEP SEA FREIGHT TRANSPORTATION	\$387,821,732	3.14%
334220	RADIO AND TELEVISION BROADCASTING AND WIRELESS COMMUNICATIONS EQUIPMENT MANUFACTURING	\$213,347,399	1.73%
237310	HIGHWAY, STREET, AND BRIDGE CONSTRUCTION	\$193,921,929	1.57%
336411	AIRCRAFT MANUFACTURING	\$176,269,420	1.43%
562910	REMEDIATION SERVICES	\$174,701,119	1.41%







NAVSEA FY14 Top 10 NAICS

NAICS	Description	Total SB \$	% of Total
336611	SHIP BUILDING AND REPAIRING	\$15,373,466,159	54.56%
541330	ENGINEERING SERVICES	\$4,834,148,202	17.16%
334511	SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING	\$2,442,587,799	8.67%
541712	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)	\$1,902,640,135	6.75%
332410	POWER BOILER AND HEAT EXCHANGER MANUFACTURING	\$1,242,898,554	4.41%
336414	GUIDED MISSILE AND SPACE VEHICLE MANUFACTURING	\$471,788,337	1.67%
336612	BOAT BUILDING	\$115,406,805	0.41%
332993	AMMUNITION (EXCEPT SMALL ARMS) MANUFACTURING	\$97,124,180	0.34%
336419	OTHER GUIDED MISSILE AND SPACE VEHICLE PARTS AND AUXILIARY EQUIPMENT MANUFACTURING	\$92,637,730	0.33%
541710	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES	\$90,783,298	0.32%







NAVSEA FY14 Top 10 SB NAICS

NAICS	Description	Total SB \$	% of SB Total
541330	ENGINEERING SERVICES	\$836,540,249	36.36%
336611	SHIP BUILDING AND REPAIRING	\$662,575,907	28.80%
541712	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)	\$139,257,718	6.05%
336612	BOAT BUILDING	\$115,406,805	5.02%
334511	SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING	\$98,875,558	4.30%
541711	RESEARCH AND DEVELOPMENT IN BIOTECHNOLOGY	\$31,720,962	1.38%
334515	INSTRUMENT MANUFACTURING FOR MEASURING AND TESTING ELECTRICITY AND ELECTRICAL SIGNALS	\$25,881,842	1.12%
334111	ELECTRONIC COMPUTER MANUFACTURING	\$25,343,988	1.10%
334220	RADIO AND TELEVISION BROADCASTING AND WIRELESS COMMUNICATIONS EQUIPMENT MANUFACTURING	\$20,404,855	0.89%
332710	MACHINE SHOPS	\$17,404,128	0.76%

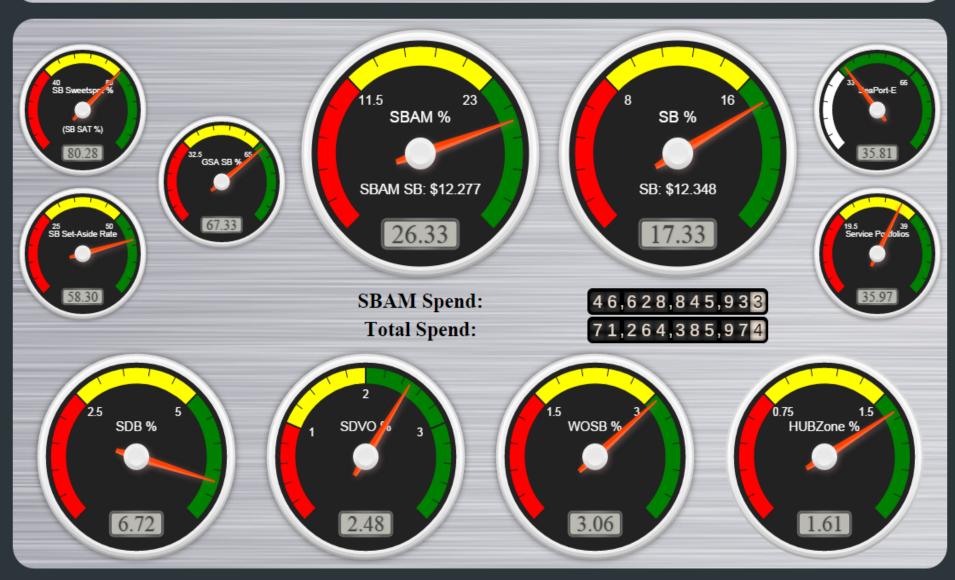








Small Business Performance Dashboard FY14 Department of Navy Data as of: 30 September 2014



Department of the Navy Office of Small Business Programs

DoN FY14 Total Eligible Dollars = \$71.2B

Small Business \$12.3B/17.33%

SDVO \$1.77B/2.48%

HUBZone \$1.14B/1.61%

Small Disadvantaged \$4.79B/6.72%

Women-Owned \$2.18B/3.06%







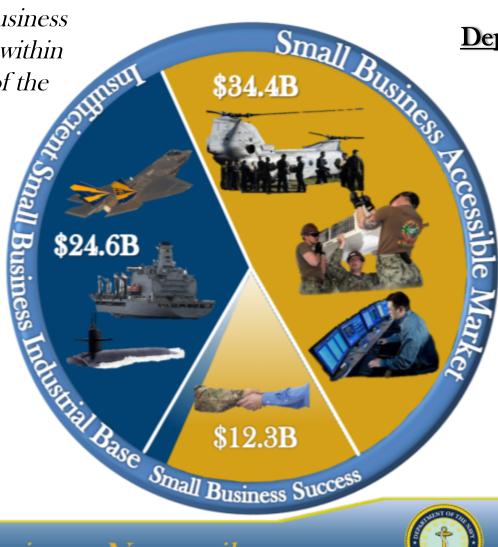
Department of the Navy Where Do We Look For Office of Small Business Programs

Small Businesses?

Target the Small Business Accessible Market within the Department of the Navy

\$24.6B

Insufficient **Small Business Industrial Base**



\$71.3B

Department of the Navy Total SB Eligible Spend FY14

\$46.6B

Small Business Accessible Market (SBAM)







- Industrial Base where, historically across the Federal Government, Small Business has not had made up more than 1% of industrial base
- Fiscal Year 2014 ISBIB Spend: \$24.6B around 35% of total Navy Spend
- Primary areas of ISBIB awards in FY14:
 - Combat Ships, Aircraft Carriers, and Landing Vessels
 - Aircraft Production and Research and Development
 - Nuclear Reactors
 - Guided Missiles and Components
- Over 99% of ISBIB awards in FY14 went to Other than Small Business vendors







Accessible Market (SBAM)

- Industry base where Small Business has accounted for at least 1% of industrial base across the Federal Government
- Fiscal Year 2014 SBAM Spend: \$46.6B around 65% of total Navy Spend
- Primary areas of SBAM awards in FY14:
 - Engineering and Technical Support
 - Airframe Components and Accessories
 - Non-Nuclear Ship Repair
 - Marine Charter Transportation
- Over 26.33% of SBAM awards in FY14 went to Small Business vendors







Where Do We Look For Small Businesses?

Department of the Navy Office of Small Business Programs

NAVSEA

Target the Small Business Accessible Market within NAVSEA

\$16.3B

Insufficient Small Business Industrial Base



\$28.2B NAVSEA Total SB Eligible Spend FY14

\$11.8B

Small Business Accessible Market (SBAM)







Where Do We Look For Small Businesses?

Department of the Navy Office of Small Business Programs

NAVSEA SBAM Market



Search, Detection, Navigation, Guidance, Aeronautical & Nautical System & Instrument Manufacturing



\$837M





Engineering Services



Ship Building & Repairing











Insufficient Small Business Industrial Base (ISBIB)

- Industrial Base where, historically across the Federal Government, Small Business has not had made up more than 1% of industrial base
- Fiscal Year 2014 ISBIB Spend: \$16.34B around 58% of total NAVSEA Spend
- Primary areas of NAVSEA ISBIB awards in FY14:
 - Combat Ships and Landing Vessels (\$10B)
 - Nuclear Reactors (\$2B)
 - Submarines (\$1.68B)
 - Aircraft Carriers (\$1.17B)
- Over 99% of NAVSEA ISBIB awards in FY14 went to Other than Small Business vendors







NAVSEA FY14 Small Business

Department of the Navy Office of Small Business Programs

Accessible Market (SBAM)

- Industry base where Small Business has accounted for at least 1% of industrial base across the Federal Government
- Fiscal Year 2014 SBAM Spend: \$11.84B total around 42% of total NAVSEA Spend
- Primary areas of SBAM awards in FY14:
 - Engineering and Technical Support
 - Non-Nuclear Ship Repair
 - Propulsion Components and Services
- 19.44% of NAVSEA SBAM awards in FY14 went to Small Business vendors







